NASHVILLE.

Pencil Sketches of Many of the Frominent Trade Interests of the City.

Their Origin and Development.

Comments Upon Educational Social and Other Matters.

Advantages Offered to Manufacturers.

> ----Transportation, Etc.

In this issue of the UNION AND AMER-ICAN it is our desire to so present the city as to attract the attention of the reading community in all parts of the country. No labored statistical information is offered. but the review is simply what it purports to be-the observations of a reporter detailed for the purpose of obtaining such facts relative to many of the prominent industries of the city, whether of a general or of trade character, as will, we hope, be read with interest. It is further desired to at least outline some of the many advantages and opportunities that Nashville offers to men possessed of capital, and especially to those who desire safe, remunerative investments for that capital in some manufacturing en-

One of the most patent facts that presents itself to the careful observer is the difference as regards productive industry, north and south of the Ohio river. On the one hand nearly every State has its score or more of large manufacturing towns or cities. The forests are converted into manufactured articles; the deposits of mineral are carefully developed; woolen and other mills are plentiful upon every hand. Many of these factories are far remote from the source of supply of raw material, and yet heavy freight bills are paid and mannfacturing operations conducted at a large profit despite this apparent drawback. Employment is given to hundreds and thousands of skilled operatives, and communities flourish, cities take new leases of in life, individuals become wealthy, a strong, mi steady tide of immigration flows in and dem velops the hills, valleys and prairies.

On the other hand, manufacturing enterprises, as a rule, are few and far between. ab The natural wealth which has been lavished ra capital is invested in trade. There are tods day, in the city of Nashville, as many if T not more jobbing houses than there are in is Detroit, Mich., with its population of more in jobbing was for a long term of years one lo than one hundred thousand. But Detroit, co which is comparatively distant from most m shops, has more than four hundred factoad ries, representing an investment of nearly to fifteen million dollars, employing fifteen for thousand persons, producing twenty-nine re million dollars worth of manufactured arha ticles per year and disbursing over seven be million dollars per year to its army of la-

bt Neither Detroit, Cleveland, Springfield, tis O., Indianapolis, or any of the prominent manufacturing cities of the North possess sh a single advantage that Nashville does not, ul or may not. Within close proximity to W this city, as well as throughout the State at at large, is timber of the best quality and m adapted to an infinite variety of manuds facturing purposes. Fuel is abundant, th labor cheap, and cotton and tobacco and le iron-all should be manufactured here er upon a scale that would place Nashville in of the front rank of manufacturing cities.

There is no lack of market, nor has a market to be created in remote sections. th The wagons and carriages and plows and F agricultural machinery of every kind that pt is consumed in the country tributary to it Nashville-furnished in great part by shops th North of the Ohio, too-is almost incalcu-& lable, amounting to hundreds of thousands as of dollars per year, and might be retained it to Nashville factories were they in exist-P ence. Northern manufacturers are begin-O' ing to appreciate the value of the raw macl terial hereabout, and one of the largest be pump factories in the country, at Toledo, di obtains all its timber here.

fit Granting, however, that this condition of al affairs exists-acknowledging that in natth ural resources, natural wealth, Tennessee vi stands second to scarcely a State in the as Union-conceding that we enjoy a delightfo ful climate—that the great natural highst ways that bound or penetrate the State al afford magnificent facilities for cheap transfi portation-what then? Simply this: That natural resources alone and undeveloped P have never, and never will, benefit a comg munity or State. Such changes, too, have v. occurred in the business economy of the I country during the past decade, that nat-W ural resources avail a community but little. 2 Progressive men realize that to attract a 36 South Market, and 16 and 18 Front h man or a number of men to any locality, street. The building extends from street a certain inducements must be offered. The 8 worship of Mammon has become so genfi eral a religion that a second garden of Eden | took a stroll through the entire premises. would be depopulated if its denizens could t make more money by going elsewhere.

The competition existing between rival b cities of the country has resulted in in-L augurating a system of "subsidies," and g while there can be no doubt that the sys-P tem is radically faulty, still it exists. The f growing cities of the North pursue the e policy consistently and eagerly, and the It result is that the donation of valuable frana chises, of land and money are attracting c manufacturers of high and low degree, 1 who, consulting their own interest, are t tempted to changes of location by the att tractive bait of a few thousand dollars or a t few acres of land. This being the case, uted to wholesale dealers in Tennessee. t and the policy of subsidies being so Virginia, Georgia, Alabama, Mississi I thoroughly established, it necessarily fol- Arkansas, Louisiana and Texas. One to t lows that manufacturers from abroad two traveling men are usually employed will not find extraordinary inducements to locate in Nashville and invest liquor trade of Nashville almost passes their capital here simply because the city is an attractive one, or because it is contiguous to vast quantities of raw material of since 1858, and until 1864 was in the one kind or another, or because of pleasant | wholesale grocery and liquor trade. In 1808 social attractions, good church influences, he engaged in a general commission bus or historical associations. Manufacturers, as a rule, much more readily appreciate was dissolved the following year, since reasoning leveled at the pocket; they will when Mr. S. has continued the business admit all that is claimed for Nashville, but | alone. "ducats" are not mentioned; other cities transacting business than this. With two step to the front with an argumentum ad fronts and a steam boist, the labor of hand hominem easily appreciated: We will give ling goods is wonderfully simplified, and in you one, two, three or a half dozen acres and airy counting room, equipped with of land and so much money to locate here. vault and other conveniences. To the bu-The argument is a potent one, and the fac- siness Mr. Sperry devotes his whole time tory with its score or hundreds of opera- He doesn't have much leisure, but seems tives is secured. It is a fact, disagreeable notwithstanding, to take a good-nature as is the necessity of admitting it that the dially acknowledge ourself indebted to bin capitalists and property owners of Nash- for a pleasant half hour.

significance of the logic of events, and as a result we cannot point to such increase in in the past five years. Nashville capital has established two or three large enterprises, but aside from that little has been prosperity. Some have been and still are campered by lack of capital, but they are working out their own salvation in a heroic manner, and too much praise cannot be swarded them for what has been and is beng accomplished. The idea we wish to nvey is that foreign capital, foreign brains and foreign muscle have not been the inducements they ought. For the sake | Ke of the city we sincerely hope a radical Nashville is a first class field of operation convincing others and especially manufacmrers, that such is the case. In other words, to our faith add works.

WHOLESALE DRY GOODS.

Something Concerning the Well-

known House of Furman & Co. The history of the wholesale dry goods trade of Nashville, amplified as it well tell of a day of small begindings years and years ago; it would tell of prosperity foland it would speak in glowing colors of the restoration of trade when peace returned. outlines - we cannot give the space required for details as regards the past, and so we ontent ourself with presenting such points too early to secure the latest and most deas bear upon the wholesale trade of the sirable styles, which do not come out till city as it is now, and as it has been for nearly after that time. decade of years. The house of Furman & Co. was estab-

ished in 1856, if we are not mistaken, then as now an exclusive jobbing concern. That firm was comprised of four gentlemen, two of whom, Andrew Campbell and James Goodloe are since deceased, while Messrs 7. Furman and Geo. Searight are still living. Scarcely had a prosperous, well-grounded business been fairly established by the house when the war compelled its cessation. In July, 1865, Mr. Furman, at that time alone, again threw open the doors of the house to trade. This was the first bbing enterprise to be established after the war, and for sometime remained the only wholesale dry goods house in Nash-

In July, 1866, Capt. Frank W. Green be ame associated with Mr. Forman, and the firm became Furman, Green & Co., whose solution subsequently occurred by limitation in June, 1869. Mr. Furman thereupon carried forward business alone unti with no unspairing hand upon the South | the following January, when the present F. P. McWhirter, James A Jennings and Edward Gilliam, jr. The senior member came to Nashville from Maryland about thirty years ago, and previous to engaging of the prominent retail merchants of the city. Few of our business men have had so active a career, and none, are better or ye of the raw material consumed in its work- more favorably known throughout all the country tributary to Nashville.

Mr. McWhirter has been identified with he trade of our town for twenty years, except during the interregnum caused by the war. For some years he was associated with T. W. & W. H. Evans; subsequently was with Bransford, McWhirter & Co., and since 1869 has been one of the firm of Fur-

Mess-s. Jennings and tilliam have both been with the house since the war-first as employes, and since 1860 as co-partners; indeed, if we are not mistaken, Mr. Gilliam has been connected with the house for nearly twenty years.

Messrs. Furman & Co. usually give emdoyment to five or six traveling salesmen and the trade of the house is derived from ennessee, Northern Georgia, Northern Alabama and Southern Kentucky. It has won to itself a trade peculiarly its own, too. Having been the first in the field after the surrender, it obtained scores of customers who had been in the habit of buying in the North or at Memphis, Louisville, Mobile and New Orieans. It diverted an immense trade to this city, most of which has been retained, and the house still holds a large per cent. of the customers then obtained

The tirm is located at No. 1 Hick's Block, northwest corner of College street and the Public Square. Here four floors are occupied. The first, or basement, i largely filled with staple goods, and is also used as packing and shipping departments; the second, or ground floor, is filled with staple goods, such as callicoes, sheetings, muslins, etc., and the third with dress goods. Unpon this floor, also we find the white goods and notions departments, a omplete establishment in itself, while the fourth floor is devoted to millinery goods, umbrellas, and a thousand miscellaneou things. In brief, the establishment is such an one as we would expect to find presided over by live, wide-awake, honorable business men-gentlemen who have studied the merits and demerits, the intricacies and mysteries of the dry goods trade-a house that reflects credit upon Nashville and that deserves a long and prosperous career.

.---WHOLESALE LIQUORS.

House of Sperry & Co.

Walking along South Market street one duty of preparing comments upon the jobthe place of business of Sperry & Co., No to street, and is 210 feet in depth, and under Mr. Sperry's courteous guidance we A very considerable portion of the business of the house is the manufacture of pure copper distilled whiskies and the cusands of dollars that have been expended in equipping a model distillery that ccupies about one-half of the place of usiness indicates the fact that the house not only is, but is to remain, one of the fixures of the business community. Nothng could be more complete than all the rrangements for re-distilling, but this de partment of trade by no means occupies all he time or capital of the house. The firm are among the leading jobbers of iquors of the South, usually carrying a thousand or more barrels in stock. "Rol ertson County" and Bourbon and Peach and Apple Brandy vie with each other for supremacy, and from here they are distrib but the larger towns only are visited.

The wonderful increase in the wholesale comprehension, and in the up building of this interest Mr. Sperry has borne an active ness, continuing it until 1871, when the firm of Nelson & Sperry was formed which

No house in town is better fixed for

ville have not learned to appreciate the full JENNINGS, DISMUKE & WOOL-WINE.

industrial pursuits asought to have occurred | The Wholesate Hat, Cap and Hillinery The lobbing interest to which we now relation to the trade of this and adjacent more than that-within the last two or made three years a large trade has been diverted attracted here in the degree that they to Nashville, through their efforts, that and life companies. In this connection ought, nor have our own people held out formerly sought New York and other mar- we design commenting somewhat in detail

A UNION AND AMERICAN reporter dechange may be effected in this respect, and this establishment. We find that their at once. All that is needed is organized stock of misses and boys' wear is unusually effort, and, first convincing ourselves that attractive this season, and has been selected with the very greatest care, and for manufacturing interests of every degree, then take systematic steps toward the wants of the trade could afford has and business begun. been secured. In view of the hard times, the firm have used extraordinary efforts to fancy styles of fur, Saxony-wool and straw, their stock is unequalled. To their usual line of goods they have added millinery, consisting of flowers, feathers, ribbons, laces, ornaments, untrimmed hats, etc., and are prepared to trim ladies', misses' and children's hats to order. This firm may be said to be the only wholesale miliners in the city, as the two other houses in that line are winding up their might be, would fill a volume. It would business, and, without sacrifice to the hat trade, it is their intention to make wholesale millinery of no less importance. of whom are residents of the city, the three They have secured hat trimmers of lowed by all the adverse circumstances that the best available talent; those war can entail upon commercial enterprise, who have had experience in While but \$40,000 of the authorize the most fashionable millinery establishments in the city, and they can, therefore, furnish the latest and most fashionable Our province as a supporter is simply to etch styles, which can not be done by those

> As the firm of Jennings, Dismukes & Woolwine manufacture nearly all their ladies' hats and have arrangements by which they are receiving the latest paterns from time to time, they are enabled to give their customers the very latest styles, abled to give the trade, goods exactly desired. The sale of millinery goods is virtually the only company doing business not attended with any additional expenses, since they use the same force and storeroom, as they would if they dealt only in profit, which is lost to those dealing in of action that a miscellaneous business in Eastern trimmed hats, and they only ask the hands of comparatively irresponsible

oth firms when separated on the expense reto any other house in this market and to nected with it need be ashamed of. sell at the very lowest prices. The premises in which this firm does business affords every facility for buying, being welllighted and accessible to the trade. It is located at No. 4, Methodist Publishing House Block, and is acknowledged to be the most commodious hat house outside of New York. Two floors and pasement are occupied, each 994 boys' and children's fur and wool hats and runks; on the second floor, straw goods, caps and an infinite variety of ladies' misses' and children's hats, both trimmed ribbons, ornaments, etc. A novel method of displaying samples has been adopted by this house, by which original packages are not disturbed. Covered sample tables extend the entire length of the house and here secure from the dust is displayed one of every kind of hat in stock. Each is appropriately marked and numbered, corresponding with the packages containing similar styles similarly numbered and not only are mistakes entirely obviated but purchasers are not annoyed by finding one or more hats in each package, decidedly worse for wear because of having

been badly handled.

The new firm of Jennings, Dismukes & Woolwine, established Jan. 1, 1875, is composed of young and energetic gentlemen, who are in every sense educated business men of comprehensive ideas. The combination of the two firms, to which we have alluded, means increase of capital, increase of business, increase of influence and the entire trade circle of the city cannot fail to be benefited. Mr. R. W. Jennings has been connected with the trade of Nashville for the past seventeen years. Mr. J. L. Dismukes has been identified with the hat trade in various cities for a longer time than any jobber in the city, and has no suerior as a buyer of hats; Indeed, he cannot be excelled. Mr. J. E. Woolwine has been engaged in business here since 1870, and for one year was a boot and shoe Job ber, and a member of the former firm of Wright, Hooper & Co, and since then in the hat trade. This house ordinarily employs three or four salesmen. Mr. J. M. Williams represents Middle Tennessee; J. P. Smartt, East Tennessee and Georgia, and H. B. Grubbs the State of Alabama. All of these gentlemen are courteous and alive to the wants of the trade. To conclude, the firm will gladly duplicate goods at New York prices, for they have equal advantages in purchasing, as they get their supplies from the same sources that New York jobbers do and their expenses are light compared with houses doing business in more populous bing trade of Nashville made his way to cities. To prompt and solvent buyers they inducements which cannot be found elsewhere in the city. They ask former patrons of both firms and others who would save money in these hard times to call and examine. All they desire is an inspection, and they also ask those who visit the market to look around, examine the goods in their line, post themselves thoroughly on prices, and then make an examination of their stock, and they will readily see the advantages in prices and stock offered by them. They enter the field this season uspired with new zeal and full of hopeful surage, determined that no one shall leave their establishment without buying if low prices will effect a sale. It is their ntention to establish a wholesale hut and millinery establishment, which will be a pride and ornament to Nashville, where goods can be purchased at prices as low as

SEWING MACHINES.

any city in the United States

The Howe Agency. Owen has been in charge. Under his adof country controlled by this agency, has house stands upon the same plane of equalsomewhat lessened by the general stagnant ware houses of the country. The business it still is in a properous condition.

Twenty-five or more canvassers, equipped with teams, report to this office and are provided with machines from here, so ed to accomplish this result Careful atthat the business is really wholesale in its tention to buying and selling has charthe "Howe" finds its way annually into in the Sewing Machine business, both here and at Louisville, and the company could not be represented by a more efficient and pains-taking gentleman. The machine itself is so well-known that remarks upon it would be quite superfluous-it stands upon its own merits. Full supplies of attach- m stly thus far been passed in Nashville, nents, needles, thread, etc., are to be found at the salesroom, and especial attention is paid to the repair of machines.

OUR INSURANCE COMPANIES.

The Nashville Commercial Insurance If banking be the right arm of commerce insurance must be the left; indeed it lies refer somewhat in detail, has become of nearest the heart; and the confidence that accomplished. We would not be misunder- far greater importance to the trade of Nash- mercantile and manufacturing communistood. The factories in operation in the ville than is generally realized by those ties and the people generally have in the city are, for the most part, firmly establish. unacquainted with its full effect, and the solvency of the various insurance compaed, and have enjoyed a flattering degree of house of which we here speak is entitled nies of the land may be said to be the real to decided credit for the energetic meas- basis of commercial presperity. The finanures it has taken. The firm of Jennings, cial wrecks of the country have been, and Dismukes & Woolwine stands in the same | doubtless will continue to be many, and now and then an insurance company goes States as do jobbers of the North and but the occasional occurrence does not East to the territory adjacent to them; mitigate against the proposition we have

The city of Nashville is represented in insurance circles by both fire and marine on the Nashville Commercial Insurance Company, whose specialty is the issuance roted some time the other day to a visit to of fire and marine policies. The company was organized on the first of May, 1854, under a special charter from the State Legislature, with an authorized capital of \$100,-000. Its first officers were: Alexander Fall,

Mr. Walker remained Secretary until January, 1864, when he was succeeded by secure goods at the very lowest rates. In R. C. McNairy, who oficiated in that capacity until the death of Mr. Fall in July, 1866, whereupon he was elected to the Presidency, and Mr. E. D. Hicks, who had previously been connected with the company two or three years, was elected to the Secretaryship made vacant by the promo-tion of his predecessor. The Board of Diectors of the company, as now constituted, comprises: James Woods, Jno. Kirkman, R. C. McNairy, C. E. Hillman, M. Burns, Robt. H. Gardner, Wm. H. Evans, L. H. Lanier, S. M. Macy and S. M. Murphy, all first named having been members of the While but \$40,000 of the authorized cap-

ing \$60,000 has been accumulated from the earnings of the company. Up to January 1, 1875, it had received houses who deal exclusively in Eastern From Fire Premiums. \$457,755.94 trimmed hats, who make their purchases Marine " 280,801.46 while in the market in February, which is Or a total of..... \$738,557.40 And during the same period it paid:

Fire losses..... \$229,296

ital was paid in at the outset, the remain-

Marine " 148,334 Or a total of...... \$372,630 One remarkable fact in this connection may be stated: that during three years of which no dealer can do unless he manu- active business the total losses sustained factures. By manufacturing they are en- were only fifteen dollars. Since the organization of the company there has been no suited to their wants and different from | cossation of business, and during a contheir competitors if wished, which is often siderable portion of the late war it was in the city

All of the business of the company is transacted at the home office. The originmen's and boys' hats. In addition to this ators of the enterprise, taking counsel from they save their patrons the manufacturer's the disasters of others, so framed their rule an examination to prove these facts.

By consolidating the house of Dismukes first by-laws enacted was to the effect that persons, was impossible and one of the & Woolwine, established in 1871, with no agencies should be established except Jennings, Eakin & Co., established a year by the unanimous vote of all the Directors. ago under the firm name of Jennings, Dis- The result of this policy may have conmukes & Woolwine, they will be enabled to tributed to restrict the business of the comdo a business more than equal to that done by pany to a certain extent, but it placed its uired to run one house. This fact, with probity of character, and it has resulted it the additional one that they have invested making the Nashville Commercial Insura far greater capital than has ever been put | ance Company one of the soundest and in the hat business before in Nashville, most reliable that does business in the will enable them to keep a stock superior State. Its record is one that none con-

WHOLESALE HARDWARE.

As a jobbing house the one above named by 28 feet. On the first floor is kept men's Craighead, Breast & Gibson, who were suc- iy small shops of to-day will grow into the & Co. The following year the present firm co-partners being A. A. Breast, Joseph Gibson, J. P. W. Brown, Norman Farrell and untrimmed, together with flowers, and Newton Cannon. Previous to the war. in 1850 we believe, J. B. Craighead & Co. from every portion of the city shall ascend had established a retail hardware house in the smoke and steam from busy work-Nashville, and the house of Breast, Gibson & Co. is really an outgrowth of that enter-

The wholesale hardware trade of the city is of large importance-it has called for th investment of large capital, and employs the time and energies of some of our bes business men, and we feel justified in de voting a considerable space to it, not only as it has been, but as it is. Breast, Gibson & Co. may fairly be spoken of as a representative house, and we confess to an hour pent very pleasantly in inspecting their place of business and in conversation with the members of the firm. The house is located at No. 3 Hick's Block, on the north side of the Public Square. The building is a large one, 183x20 feet, and consists of sement and three floors. Were we to chronicle a tithe of the articles that call for mention, we would fill columns of the UNION AND AMERICAN-that being impossible we content ourself with a hasty urvey of the establishment.

The basement presents an array of articles not specially attractive, and yet representing a large investment. There are horseshoes and grindstones, nails, and a eneral range of heavy goods, all adapted the necessities of the trade controlled by

the house. The first floor is a general sales and samole room, the rear portion being partitioned off for counting room purposes. The articles displayed are simply endless as to number, and each department seems absolutely emplete Not only is builder's and general shelf hardware of every known variety shown, but we also notice a magnificent ine of cutlery, table and pocket, of American and foreign make. This department affords memoranda for quite a treatise did space admit. The tastes and the mechancal skill of the old world and the new are n juxtaposition, and contrasts are striking ndeed. The cutlery department has received special attention at the hands of the firm-not less than 200 samples of table and 700 of pocket cutlery are shown, and an immense trade has been built up in these lines. Upon this floor, also, we notice a number of Hall's Fire and Burglar Proof Safes, of which the firm have the agency. Fairbank's scales are also shown in nearly every size, the firm having the agency for them. Quite a specialty is also made of the famous Heller's rasps and files, the best manufactured, and the famous Tredegar Iron Works, of Richmond, Va., are represented by their incomparable horse-Ascending to the second floor, we notice

names and horse-collars and shovels and

cordage and a host of other articles. The factory of S. L. Graham, of Pinewood, Hickman Co., Tenn., noted for its "Pinewood" sheetings and cordage, is well represented by a full line of the latter article, and upon the third floor we see almost ten thousand things. There are cradles and anaths, sieves and wooden-ware, ax helves -in brief such things as the trade of the house demands. We were shown the finest ax helves we have ever examined, made in this city, and from here sold to every part The agency was established in factory and operated it successfully, but 1869 and since October, 1870, Mr. Geo. H. finally disposed of the business to others. A by no means inconsiderable portion of ministration the business of the company the goods handled by Breast, Gibson & Co. at this point and throughout the sections are imported direct by the firm, and the condition of trade of all kinds at this time, of the house, too, has undergone a gratify- trade. ing development. During the past five years its trade has increased fully fifty per cent. Energetic measures have been adoptcharager. Middle and East Tennessee acterized the firm, and the labor of five principal field of operations, and traveling men has been so directed as to the firm became Evans & Co by the admisaccomplish the most good. The business udreds of families within this territory. of the house extends throughout a large Mr. Owen has had extended experience portion of Tennessee, Alabama, Georgia and Southern Kentucky, and its operations have materially added to the importance of Nashville as a jobbing point.

All of the members of the firm give the ousiness their personal attention. All are comparatively young men whose lives have and that their business experiences are eminently practical, is evident by the success that has crowned their efforts.

TRANSPORTATION.

Facilities Enjoyed by Nashville for Shipping Manufactured Articles or Raw Material.

The Rock City as a Distributing Depot.

Competition and its Results. The railway centres of the country, if we

may believe reports that emanate from every quarter, are numberless. The building of an additional line of railway, or the completion of a branch to a main Evans, Peak & Co. line is the signal for the birth of a fullfledged railway centre. Maps are published on which appear real or suppositious ises, No. 1 Inn Block. The premises are 190 feet in depth, and comprise five floors, routes of travel, with scarcely a distinguish- besides basement. This latter department ing mark between the two, and frequently is one of the most used in the house, being with none (the same with intent to deready attained, the matter is vastly differvarious lines of railway to and from the transportation of raw material and of manufactured articles, and these influences manufacturing nor jobbing upon any considerablé scale can thrive-indeed, cannot means of transportation at rates that willall things considered—place them upon an apt and successful one. Mr. Porter, asthe same general equality with rivals else- sisted by Capt. Wilson, manages the sell.

That railways have largely contributed

lines. Not only have all real estate values in the city and adjacent country been wonderfully enhanced by completion of the railways now existing, but other effects have followed. Extending to every section of the country, they have united in bands of whole country, and have attracted to Naskville as a commercial metropolis a trade Briarus enfold a wide scope of country-Tennessee, Alabama, Georgia, parts of a wealth of trade that is but the indication of a harvest yet to come. These railway whole country will soon imperatively demand shall be built, will enable Nashville ing other and similar enterprises, until shops of high and low degree, whose hum

THE NASHVILLE BAG MANUFAC-TORY.

The Flourishing Business of Orden Brothers. At Nos. 15 and 17 South Market street

we find a busy place—an enterprise being carried forward there that has been built which now wields a degree of influence are manufacturers of paper and cotton flour dealers in seamless cotton grain bags, ma- possibility may come within the wide The business of the house was establish-

ed in 1866, and three years ago the present firm, comprising A. S. and Wm. H. Ogden, assumed charge of its fortunes. It is the only house of its kind in the city, and its development has been characterized by a legree of growth that certainly is gratify-The Messrs. Ogden make a specialty of manilla wrapping paper, usually carrying from three to four thousand reams in stock. A very considerable portion of this wrapping paper is printed to order, and the firm is provided with a quite complete job printing office, their press capacity being 40,000 impressions per day. In the variou rocesses incidental to the manufacture of lifferent kinds of bags, machinery is used wherever possible, and the capacity for cotton bags alone may be stated at 15,000 per day, and of paper bags not less than 10,000 per day.

The cotton flour bag trade is chiefly with millers in this and other States, quite large hipments being made to Indiana. Th ourlap trade is also very extensive, and the usiness of the house extends throughout Tennessee, Georgia, Alabama, Kentucky, Mississippi, Southern Illinois and Indiana. In the various departments of the business from thirty to forty persons are employed steam power is used, and, considered either as a manufacturing or a jobbing interest. the enterprise is one deserving of promineut mention in this connecti

We believe that the Messrs. Ogden em ploy no traveling men, but one or the other of the firm is upon the road a considerable portion of the time; at all events, they find their time fully occupied, and their business has felt the effect of liberal, judicious management.

WHOLESALE DRY GOODS.

Eyans, Fite, Porter & Co.-An Inter esting Epitome of Facts. Tracing back the origin of the well-

retail business combined, at No. 51 North filled to the North, South, East and West, Market street. That firm comprised Thos. and the trade of no house of any character W. Evans, W. H. Evans and Pleasant in the city is more wide-reaching in its ex-Smith, but previous to its formation the tent. been very much increased, and though lity with the other leading wholesale hard- first and last named gentlemen had been The firm are also the only direct wine im associated together in the retail dry goods porters in the city. Last year Mr. Salztrade. In March, 1850, a change in the firm style occurred, owing to the death of Mr. Smith, becoming T. W. & W. H. Evans, quantities of pure wines and brandles have of goods, ranging through the whole

and remaining such until Jan. 1, 1855, Mr. thus been received, and at this writing 200 Wm. Porter having become a co-partner baskets of champagne and 20 casks of soon after Mr. Smith's decease. In 1855 brandy are en route to their house. sion of J. W. Manier, J. A. Pigue and Thos. C. Wright. On the first of January, porting concerns of the Atlantic seaboard, 1856, the firm took possession of the prem- and there can be no good reason why, in ises now occupied by Ewin, Pendleton & view of the facilities possessed, they should Co. and opened an exclusively wholesale not supply wine and brandy to a great poriouse; in the fall of 1857 removal was made | tion of the Southern, Middle and Western to No. 1 Inn Block. Here business was States. continued until 1862, when "might" apparently becoming "right," the Federals Messrs. Dickel & Co. have built up a large

firm was compelled to suspend business.

Then followed a period of inactivity un
Then followed a period of inact

til after the surrender. January 1, 1866, business was resumed under the firm name of Evans, Fite& Co., and in the same year the same firm established a jobbing house in New York under the style of Evans, ardner & Co., the co-partners in each house being the same and comprising T. W. Evans, W. H. Evans, R. C. Gardner Thos. D. Fite, Wm. Porter, R. W. Jennings and H. B. Buckner. On the first of anuary, 1867, Mr. Buckner withdrew from the firm and R. P. Hunter was admitted On the first of January, 1869, the New York and Nashville houses separated, T. W. Evans and R. C. Gardner withdrawing from the Nashville house, which still con-

tinued under the name of Evans, Fite, Porter & Co. In January, 1872, Capt. Jno. G. Wilson became a co-partner, and in July, 1874, Capt. Hunter withdrew from the firm -his death soon after occurring, so that the house is now composed of Messrs. W. H. Evans, Thos. D. Fite, Wm. Porter and Jno. G. Wilson-Mr. T. W. Evans still remains n New York and is senior member of

Since resuming business in 1866, Evans, Fite & Porter have occupied their old premoccupied as biling and packing department and salesroom for domestics, osnaburgs,

ceive), rnd, as a natural result, the peo- drillings, tickings, blankets, etc. The first ple have become a little chary of reposing | floor is a general salesroom, wherein are much faith in the gilt-edged representations | displayed all manner of piece goods, staple that appear relative to these predestined? and dress; the second floor is exclusively for notions and white goods; the third for mis-"railway centres," but in the case of a city cellaneous stock, and the upper floors for already in possession of a number of lines, duplicates. It would be useless to attempt whose fame as a distributing point is al- to describe the premises-goods are so ar ranged and classified that buyers can easily make selections, and the whole appearance ent, and in commenting upon transporta- of the establishment is that of one doing a tion we only speak of facts patent to all. large business. Sixteen to seventeen per-The favorable influences exerted by the sons are employed, and yet but little traveting is done for orders; most of the sales are made directly at the house. The great city are manifested in numerous ways, not bulk of business is done in the territory the least being the diminution in cost of which we have so often had occasion to mention, embracing the States South as well as Southern Kentucky and Tennessee. Mr. Evans attends the office and finances, may be made to occasion still greater good and has been a business man in Nashville in promoting the development of all man- ever since 1841. Mr. Fite is the buyer. He ner of manufacturing interests. Neither came here in 1844, from Wilson county, and was formerly one of the well-known jobbing house of L. B. & T. B. Fite, and afterwards with Fite, Shepherd & Co. L. exist in any locality unless there be ready | B. Fite was his business preceptor; brought

im to Nashville and gave him his early ing. Mr. Porter has been associated with Mr. Evans ever since 1845, first as salesman n making Nashville what it is, is den:on- Capt. Wilson entered the house about 1870. strated in the every-day transactions of the Such, somewhat in detail, is the substance city, and its future will, in great part, de- of "what we know" of Evans, Fite, Porter pend upon efforts made to attract other & Co., a house that communds respect and confidence wherever it is known.

WHOLESALE NOTIONS.

The Large Establishment of Cowan & Co.

No heuse in the city is better known to iron and steel the material interests of the the trade of this and adjacent States than the one named above. It is conducted, too, by gentlemen who evidently have a correct that otherwise never would have been Not only does the firm recognize the necesreached; a trade that is not bounded by sity of sending its commercial travelers State lines, and that has increased each abroad, but through the columns of the year in a ratio far beyond the expectations card, it announces to the reading public of the most sanguine. The parallel bars of that its mission is not yet ended-on the sing in the hands of men of known iron, extending like the arms of another contrary, that now, as for years past, it dissertation upon advertising in the concrete or abstract, however much we would Mississippi, Florida, Kentucky, Arkansas. like to see all our jobbers follow the ex-Texas, and even States north of the ample thus set by Cowan & Co.; our mis-Ohio, have poured into the lap of Nashville | slon is of a different nature. One day not long since a UNION AND AMERICAN reporter strolled into their place of business in search of items. A courteous reception lines and those that the necessities of the followed, and we employed both eyes and ears in noting facts.

The house was established in 1866, then, as now, an exclusively wholesale notions manufacturers to expand their operations and white goods house, the style of the to an illimitable extent. The comparative- firm at that time being Cowan, Bradshaw was formed, comprising Samuel Cowan, S. ceeded in July last by the present firm, the large factories of the near future, and each, A. Handly, R. S. Cowan, Ross Handly, and through the success that accompanies its growth will serve as a load-stone, attract- and S. A. Handly were two of the original co-partners of Cowan, Bradshaw & Co.; the other gentlemen have since been ad-

The attempt to establish an exclusive house of this character had been made preof labor will make the very air resonant ful. Such a charge cannot be laid to the vious to 1866, but had never been successdoors of this house. Its first year's sales were in the neighborhood of \$100,000, and for the past four years they have remained in the neighborhood of \$200,000, and at times considerably exceeding that sum, finctuating somewhat, and feeling the depressing or elevating effects of the times perhaps in even a to greater degree than other lines of trade.

Messrs. Cowan & Co. are located at No. west side of the Public Square, and at No. 17 Cedar street, the storerooms thus up from almost literally nothing, and forming an immense L and affording two very desirable fronts. Three full floors of and commands a trade commensurate with both buildings are occupied, the second its distinctive merits. We refer to the factory and jobbing house of Ogden Bros., who | ular salesrooms, and in these apartments, displayed upon innumerable counter tables, sacks, burlaps, corn and wheat bags, and are shown goods of every kind that by any nilla, straw and rag wrapping papers, in-deed all kinds of paper are handled except goods or notions. Furnishing goods for both gentlemen and ladies is perhaps the great specialty of the house, as an immense stock is carried; but there is almost everything else,-the whole range of white goods, hosiery, gloves, watches, clocks, ewelry, toys-an endless variety, than to "take stock" of which, it seems to us, no harder task can be imagined. There is a world in miniature presented to the observ-

er, and a right fascinating world, too. All of the firm give their personal attention to the business, some of whom are upon the road more or less of the time, the house usually being represented by five travelers. All are workers, too, and are practical business men. Before the war, Mr. Samuel Cowan was

one of the firm of W. G. Eakin & Co., jobbers of dry goods, and Mr. Handly was formerly in the retail trade at Winchester. After a half hour spent right pleasantly n conversation and observation, the writer took his leave, and here gives the result of his observations and inquiries.

WHOLESALE LIQUOR TRADE.

What G. A. Dickel & Co. are Doing The wholesale liquor trade of Nashville finds an energetic representative in the house of G. A. Dickel & Co., and we improve the opportunity offered by this resome of the leading trade interests of the city to tell what we know about it.

The firm comprites Measis, G. A. Dickel and M. Salzkotter, and their copartnership was formed in 1859. We find them pleasantly located at Nos 2 and 4 South Market street, occupying the entire premises, and the stock shown of old whiskies and other choice liquors and of imported wines is enough to make one bibulously inclined, no matter what his prejudices. The great specialties of Dickel & Co. are

opper distille , sour mash whiskies and champagnes and other choice wines. Of the first named article they virtually control the product of different distilleries, and known jobbing house of Evans, Fite, they have taken good care that the high Nos. 13 and 15 North Summer street, we find the office of the Howe Sewing Machine of the country. This house, by the way, Porter & Co., we find that a synop-reputation of the goods should always be was the first in the city to engage in the sis of its history extends over a maintained by them. The trade of the manufacture of this article it conjuged a period of nearly thirty reads over a maintained by them. ing in 1847 under the firm style of Evans | section of the country; from New York and | the road, and the business in its various & Smith, who transacted a wholesale and Massachusetts to the Carolinas; orders are

> the wine growing districts of France made direct contracts for exportation. Large It is evidently the design of the firm to

make their house a rival of the wine im-

WHOLESALE BOOTS AND SHOES.

What Hollins, Murray & Co. are Doing-Some Account of their House. Mr. R. S. Hollins, the senior member of of the city are its public schools. The the above named firm, is one of the oldest seven buildings provided for their use are business men of Nashville, and the house all substantial and commodious, while with which he has so long been connected three of them are the largest and most imhas the honor of having been the pioneer of the wholesale boot and shoe trade of the city. The origin of the house was as long ago as 1848, then as a retail concern und the firm name of R. S. Hollins & Co. In 1854 jobbing became its specialty, and the enterprise continued in the full tide of suc resaful operation until the war compell its suspension. Business was resumed in 1866, under the firm name of Hollins, Wright & Co., who, in 1870, were succeed ed by Hollins, Burton & Co. Upon the 1st of January, this year, another change or curred in the firm style, that of Holling Murray & Co., succeeding to the last named, the co-partners being R. S. Hoi-

lins, S. Murray, J S. Reeves, and R. S. Before the war, the house engaged somewhat in the manufacture of goods for the jobbing trade, but the wonderful development in facilities for boot and shoe making in Massachusetts, aided by machinery of every conceivable kind, has so changed the aspect of affairs that the house can purchase of Eastern manufacturers upon more advantageous terms than it could manufacture for itself. The goods handled are selected with reference to a Southern market, and the concurrent testimony o the boot and shoe dealers is to the effect that a decided advance has been made in the grade of goods bandled.

Messrs. Hollins, Murray & Co. are located at No 77 Public Square, occuping the entire building. The location is in every espect central and is familiar to all deal ers who make Nashville a supply depot. The firm employs from four to five travelng salesmen, and through their efforts rade is attracted from a large portion of l'ennessee, Kentucky, Alabama and Geor gia. A very considerable proportion of the trade of the house comes to it without personal solicitation, and the record of twenty years thus bears most gratifying results. Mr. Hollins, sr., has been identified with the boot and shoe trade of the city ever since 1836, commencing as a clerk for A. B. Robertson, and we believe he has not een out of this business since, except dur-

Mr. Murray has been connected with the same business here for the past ten years, and Messra. Reeves and Hollins, jr., have for some years been associated with this

lemonstrated a fact, which was to the effect that in boots and shoes, as in other lines, Nashville eventwenty years ago could compete with her more pretentious sister cities. The prestige thus gained has not been lost ent, Capt. S. Y. Caldwell, the following and the successor of the pioneer boot and shoe house pursues the even tenor of its way, winning fresh taurels each year.

WHOLESALE QUEENSWARE.

An Old Established Enterprise -Some thing Concerning the Jobbing House of Spire & Duff.

The enterprise to which we now refer has had an active career of twenty years. It was originally established by Messrs, Campbel' & Cobb in 1855, who were succeeded by Campbell & Spire in 1865, and in May 1870 the present firm was formed, the co-partners being B. W. Spire and Jno.

The premises occupied, corner of Bridge reet and the Public Square were built b be present firm three years ago. ilding is 20x175 feet, three floors above round and two below. The rear of the ailding abuts upon the fiver, the bank being a sheer precipice, and from the rear of the store a deligitful view of a widereaching scope of country is obtained. Our eporter didn's visit the establishment, howwer, for the purpose of gazing upon landcanes, but rather to obtain items relative o the trade of the house. Inspection of the premises will abow every nook and whole packages-unattractive in exterior out representing many a dollar. The bas nent has been converted into an admirable partment, is shelved upon one side, and filled with broken and original packages

ere also is the packing department The first floor is the most attractive to isitors, for here is arrayed a very fine display of ware of all kinds, from delicate hins, Bohemian, fluted and crystal, to the more commonplace queensware Plated ware is also shown, as well as lamp goods of all kinds. This is the general sales and sample room, in the rear of which

Upon the second floor is a profusion of pen stock and packages of glassware, and the third floor is filled with glassware in riginal packages. A large per cent. of the goods handled

by the house are of foreign manufacture and are imported direct by the firm vio New Orleans. This fact gives a decided advantage to the house; ignoring brokers and middlemen, it deals with the potteries, and the merchants of all the country tribusuch a house. Mr. Spire's familiarity with | portion of the community. the business is another advantage of no lithis early life was passed among the potpractical. Indeed the crockery business, time since boyhood. The management of he business of the firm rests with him, Mr. Duff being engaged in superintending his grocery house on Church street. Comparatively little traveling for orders is done by the firm; we believe that not

more than one traveling salesman is emoyed, as the bulk of trade seeks the house and is thus transacted at far less expense that would otherwise be the case. Tenoints even south of Atlanta. The house is one of the prominent ones

city has been benefitted, and its growth and success has been well earned.

WHOLESALE TOBACCO AND CIGARS The Jobbing House of Rosenheim & Bro.

One of the oldest jobbing houses of the city is that of Rosenheim & Bro.-making a specialty of tobacco, eigars and smokers' articles. They have carried on a very successful business here for nearly eleven years. They are not manufacturers, nor yet manufacturers' agents; but their purchases are all made from the leading to bacco and cigar factories of the country, and they possess every advantage that could be desired for supplying the trade of his section of country with that class of goods most in demand.

A large per cent, of their c gars, both im ported and domestic, are made expressly for them. The firm gives its orders for vast numbers on single contracts, and so control certain brands, so that in effect they become manufacturers. Their trade extends throughout the principal cities and towns of this and the more remote South- and to their credit be it said, to their faith ern States, and also into Kentucky-indeed house in whiskies extends to nearly every | three traveling men are usually kept upon | OUR WHOLESALE LIQUOR TRADE. departments is managed with a degree of ability that has built it up from a comparatively small beginning to a place in the foremost rank of the jobbing interests of

The firm are pleasantly and centrally located at No. 9 Cherry street, immediately opposite the Maxwell House. The salesroom is 30x140 feet, and in it is displayed a magnificent line thus been received, and at this writing 200 gamut of prices. An especially large line of imported cigars is shown, and, in fact, the same is true of domestic cigars and tobaccos. In addition to the jobbing business, a large retail business is also donedoubtless the largest of any tobacco house in town.

The firm comprises S. and M. Rosenheim, two brothers, who give their personal attention to the business in all its de-

Their successful career in Nashville has stamped them as energetic, far-seeing

EDUCATIONAL INTERESTS.

The City Schools. Prominent among the notable features posing of our public ediffers; so that the "stranger in our midst" cannot fail to observe them, and if he will take the time to look wi-hip, he will find 3,000 children regularly graded and classified according to the most approved modern methods, and receiving training and culture at the hands of sixty five carefully selected teachers. The schools are under the immediate control and direction of a Superintendent and of a Board of Education of nine members.

The total value of the public school property is \$150,000, and the annual running expenses approximate \$60,000. No public enterprise has been so cordially stutained, or has more fully met the

expectations of the people, than the public schools. They have been, from their incention in 1853, most successfully managed, never more efficiently than now, and are the pride and ornament of the city. Contributing immensely to her present prosperity, their influence for good in the future is incalculable. The system had its origin in the efforts

of the City Council and other public spirited citizens, in 1852, who deputized Prof. Albert Hume to devise a plan for opening a set of graded schools, to be modeled after the most approved Northern schools of that day. It embraces Primary, Intermediate,

Grammar and High School Departments, of three years' work each, making a course of twelve grades, extending from the elements of English to the lower collegiate branches, and qualifying those who have passed over it, either for the active demands of a business life, or for pursuing a higher collegiate course, should they wish.

In addition to this, special instruction is provided in the German and French languages, in vocal music, in drawing and

Equal opportunities are afforded to white and colored pupils, but they are taught by . different teachers and in schools entirely We have obtained from the Superintend-

abstract of statistics for the past school Col'd. Total. 3,092 8,851 ,859 3,773 282 2,881 96,02 96,46 0.47 0,48

Per cent. of attendance... 96.63 Cost per publi belonging ... \$18.79 \$15.79 WHOLESALE NOTIONS, WHITE AND FANCY GOODS.

The Jobbing House of Morgan, Thomas & Co. any of the jobbing he Nashville offer more attractions to the visttor than that named above. The curiousy-inclined can find food for reflection in the ten thousand articles displayed in profusion, and jobbling buyers must find it difficult to cease purchasing where so varied and comprehensive a stock is arranged and

displayed in such a manner that the temptation to buy is almost irresistible. No. 3 City Hotel Block is occupied, four floors, each 180x25 feet. It is almost impossible to convey in print any adequate corner filled. The sub-cellar is filled with Idea of the establishment, and we can refer to the contents of these various floors

only in general terms. Entering the house, we at once find ourself in the notion and furnishing goods deartment. We doubt if another word in he English language is so comprehensive in its significance as this word "notional" t means almost anything and everythingthings useful and things ornamental-to name even a tithe of which would fill colminn upon column. A very large assortment of furnishing goods (chiefly men's wear) is shown upon this floor. There are hirts, collars, hose, neckties, underwear, etc.,-all styles, qualities and prices being represented, -and the only difficulty a pur

chaser can labor under is from the profusion If the first floor is bewildering to a novice In the business, how much more so are the upper floor-? The second is devuted to ladiea' goods. There are ribbons, and laces and hosiery; white goods of every description abound, and it is not to be expected that any noinitisted masculine can give ary to Nashville are not slow to appreciate | the names of articles peculiarly adapted to he benefits to be derived from dealing with | the tastes and necessities of the feminine

If a half dozen juveniles could have lib tle consequence. An Englishman by birth, erty to rumage the third floor they would be in Paradise. Here are toys of all kinds; teries, and his knowledge thus became fancy goods are also shown in large stock, as are also baskets and a general line of n one way or another, has occupied his | willow ware-indeed, here is displayed an array of articles that would come under the general classification of light goods. Descending to the basement, we find wrapping paper, trunks, clocks and duplicates of other stock. So much for a superficial survev of the establishment. The house was established January 1,

1872, the co-partners being Irby Morgan James W. Thomas, W. C. Dibbrell, F. M. Goodall and Jacob Thomas, the last named nessee, Alabama, Kentucky and Georgia gentleman being succeeded by R. F. Morcomprise the territory in which most of the | gan July 1, 1874. This, we believe, has sales are made, and large sales are made to been the only change occurring in co-partpership. From the outset the house has had a finestrade-one that has shown conof Nashville. Its influence has always stant growth. All of the original co-partbeen exerted in such a manner that the ners had been previously identified with the jobbing trade of Nashville, and they possessed an acquaintance and influence invaluable to a new house. Mr. Irby Morcan had formerly been senior member of Irby Morgan, O'Bryans & Co; Mr. James W. Thomas was from Morgan, O'Bryans & Co.; Mr. Dibbrell from Hugh longlas & Co; Mr. Jacob Thomas from Buckner & Co , and Mr. Goodall from Evans, Fite & Co. As we have said, by experience and acquaintance, the firm was a strong one, and its success was thus realy assured at the outset.

Messrs. Morgan, Thomas & Co. have extended their trade over a wider area than have most of our jobbers. Through their active exertions a trade from not only a large portion of Tennessee, Georgia, Alabama and Kentucky is brought to our city, but the same is true of portions of Missistippi, Arkansas and Texas. Including the p-partners, employment is given to fourteen men, some of whom are upon the road more or less of the time. All of the firm, except the senior member, give their entire attention to the business. All are young men, too, who evidently have faith not only in Nashville, but in themselves, they are adding works.

A New Jobbing House-Friedman & Levine.

Messrs. Friedman & Levine are among the most recent candidates for success the wholesale fraternity of Nashville. Although having begnn operations only in * June last, they have already built up a handsome trade, and as they give no evidence of wearying in well-doing, it does not become difficult to predict a prosperous fus ture for the house. The firm are rectifierand wholesale dealers in liquors, at No. 15 South Market street. They are centrally located and possess every facility for carrying forward their business successfully

The firm employs no traveling men, but Mr. Levine occasionally takes a run among customers in this State and Alabama, and it is within this territory that the house transacts most of its business. Thus far no effort has been made to expand trace beyond such bounds as they can well take care of. Business is showing some inbusiness men, and they may be relied crease all of the time, and as the members ing for military purposes. Soon after the them, and the wholesale liquor trade of the upon to still further advance their own and